



CUSTOMER SERVICE TRAINING MANUAL

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*Customer Service is a requirement in today's
business environment.*



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LIST OF ACRONYMS

AED	Academy for Educational Development
CEO	Chief Executive Officer
ERB	Energy Regulation Board of Zambia
PUP	Public Understanding and Participation
USAID	U.S. Agency for International Development
ZESCO	Zambian Electric Service Company

EXECUTIVE SUMMARY

The Academy for Educational Development (AED) through its energy and environmental training project (EETP) has been assisting with institutional capacity building for the Energy Regulation Board (ERB) of Zambia. Under the auspices of the USAID-funded Public Understanding and Participation Task Order for the Energy Training IQC, EETP launched a series of energy communications programs with the ERB in May 2002.

As part of ongoing assistance to the ERB, AED's Brian McCotter and Luisa Freeman traveled to Zambia in late-January 2003 for consultations and to conduct a training seminar entitled, "Customer Service – Theory and Practice." The main goals of the seminar were to explore the importance of internal and external communications, consumer affairs, and public outreach for regulatory agencies and energy utilities. Special emphasis was placed on how to build credibility and trust in communities through improved customer service and responsiveness. The two-day seminar was attended by 20 representatives from the ERB and the main local electricity utility, Zambian Electric Service Company (ZESCO) and was opened by ERB Executive Director Moses Zama and Technical Director Silvester Hibajene.



The Energy Regulatory Board (ERB) of Zambia is the regulatory authority for the energy sector created under the Energy Regulatory Act of 1995. The ERB started its operations in 1997. ERB's role is to balance the needs of the utilities to earn reasonable rates of return on their investments while providing good quality and affordable services to customers.



ZESCO Ltd is Zambia's largest power utility. It originated in 1906 when a small thermal station was built in Livingstone to serve a section of the town. Its generation is dominated by the extensive hydropower resources of Zambia, including Victoria Falls. ZESCO Limited is a parastatal company under the Companies Act. It was established in 1970, and its governance has evolved over time to one that defines an arms-length relationship with Government. This relationship is defined in the Performance Contract that was signed between Government and ZESCO in 1996. ZESCO is slowly evolving under privatization into a competitive energy service provider for the region.

Through this customer service training seminar, the project is aiming to encourage ERB-ZESCO interaction and dialogue for the mutual benefit of energy consumers and those in the energy industry. Early in the project, it was determined that working with ZESCO was critical to the ultimate success of ERB and both groups welcomed collaboration in the area of energy communications. Like in many countries going through energy privatization and regulatory transitions, relations between the newly founded energy regulator and the existing utilities are often strained and distant. The PUP project customer services trainings are helping to build bridges between the regulator and utility and to promote a meaningful and ongoing dialogue.

PUP Project Mission...

At the heart of the PUP Task Order is the concept that reliable and efficient energy service coupled with an informed and responsive customer base are fundamental to the development of civil society and economic growth in Zambia. AED, through its local partner organization ERB, looks forward to continued assistance in improving customer service and building capacity in the areas of communications and public education.

1. CUSTOMER SERVICE BASICS

1.1. Introduction to Customer Service

Our Customers

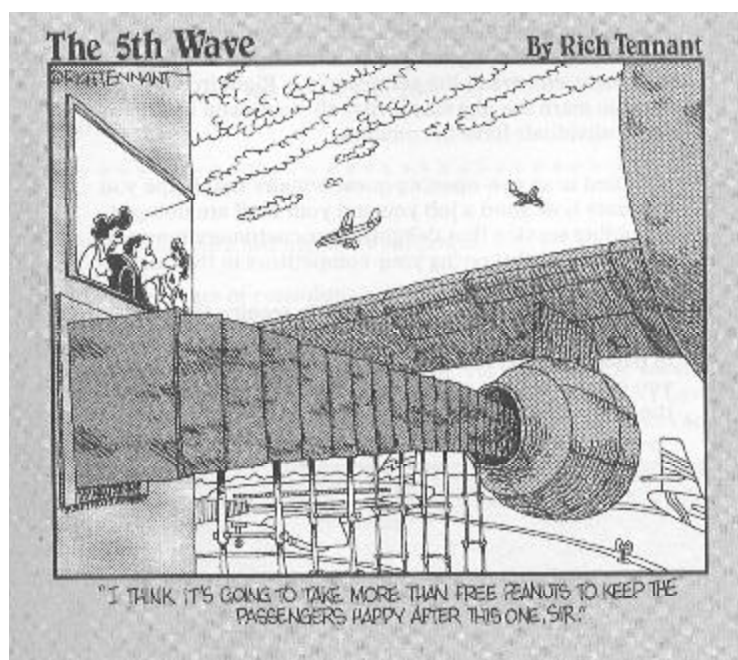
“There is only one boss, and whether a person shines shoes for a living or heads up the biggest corporation in the world, the boss remains the same. It is the customer! The customer is the person who pays everyone’s salary and who decides whether a business is going to succeed or fail. In fact, the customer can fire everybody in the company from the chairman (CEO) on down, and he can do it simply by spending his money somewhere else.

Literally everything we do, every concept perceived, every technology developed and associate employed, is directed with this one objective clearly in mind – pleasing the customer.”

-- Sam M. Walton, CEO Wal-Mart

Credo from Sam Walton the owner and CEO of Wal-Mart – an international chain of department stores and the most successful company in retailing in the world. Mr. Walton is one of the most successful and wealthiest men in the US.

“Look before you leap.”



Customer Service in the 21st Century

Ask any CEO of a company, president of a bank, manager of an office, minister or staff person and they will tell you HOW IMPORTANT the customer is to their operations and success. In meeting after meeting, heads of industry, the service sector, utilities, and government try to convince the audience how much they believe in customer service.

“It is our mission, it is our number one priority, it is our goal, it is why we are in business, etc...,” often prove to be mere epitaphs. Unfortunately, these same “customer friendly” executives go back to their offices, de-employ office staff, fail to initiate a customer service improvement plan and send memos out saying customer complaints are unjustified and overblown.

It is a contemporary mantra of service-oriented economies throughout the world that the customer is the key to success. Yet, how many of these same people are just miming what others say or think without ever actually considering what customers want, how to deliver good service, how to develop systems that enhance customer satisfaction and create a service friendly environment. The reality is that customer service around the world, with a few notable exceptions, is either declining or stagnating.

Technological developments have dehumanized service while economic pressure and high employee turnover have left customers wondering when they will receive proper service at a fair price and in a timely manner.

Why is customer service in such a “funk” – what is causing this service malaise despite the “lip service” being paid to the significance of the customer in contemporary business, government and public life? If customer service and contact with a customer or client are so important for the success of a company or organization, then why are some companies and organizations failing in this critical department?

Moreover, can a company¹ offer good services/products at low or reasonable prices but still not meet customer demands and suffer financially as a result? Can a company know the needs and problems of customers without having contact with them and without listening to them?

This customer service-training manual will answer these questions and many more, providing numerous concepts and ideas of how to improve the service you offer customers.

Throughout the course of the manual we will come back to three fundamental elements that must exist and be cultivated in order for good service to flourish:

1. Expand your idea of service,
2. Consider or reconsider who your customers are, and
3. Develop customer friendly service techniques and systems.

If you master these three fundamental elements, your customer service is bound to improve and mature.

¹ The term “company” is utilized loosely to refer to any business, organization, department or office providing services/products to the external and internal public.

We hope you will find that improving customer service and developing an internal system to guarantee continual proficiency is not the most difficult or costly endeavor in the world. Customer service improvement is not like sending someone to the moon, but it does require understanding, commitment, time and effort.

Companies or organizations that manage customer service the best are those who develop a policy and then stick to it. This may seem easy, and this manual will help you along in this process, but in an age of political transition, mergers and acquisitions, regulation and de-regulation, rapid management turnover and global competition, adhering to sound customer service policy can be quite a challenge.

1.2. The Three Key Elements

Expand Your Definition of Service

How you define service shapes every interaction you have with your customers. Limited definitions of service based on an exchange of monies for goods or service misses the overall point of customer service. “Service” should provide the customer with more than a product or action taken on his/her behalf. It should provide satisfaction. In essence, the customer should walk away pleased at the result of the transaction – not just content but actually happy. A happy customer will continue to be a buying customer and a returning customer.

Of course you want to give customers what they want but this is not always possible. If you define customer service only as giving customers exactly what they want you have missed another key aspect of service – helping the customer to decide what they want. This is more subtle and difficult, requiring listening, friendliness, and empathy on the part of your service provider. By addressing these less obvious customer needs you can provide the customer with alternatives to their obvious desires (expanding your business) and get to know your customers better. *Knowing the customer is critical to success.*

Who are Your Customers?

Customers, buyers and clients want to pay a fair price for quality service or products, and feel satisfied they have paid for a service/product and received what they have paid for in return. They also want someone to take care of them. They need someone to understand their needs and help answer them. They need someone to hold their hands and walk them through a process. Customer service starts with the ability to listen to the customer and find out through polite questioning what he/she needs or wants.

Customer service and contact with a client mean that the customer will be heard and his/her problems will not go unanswered or ignored. It also means getting to know your client, his/her likes-dislikes, ideas, background, etc.

The other most important aspect to do is to listen to what the customer is saying. If people do not understand what is motivating the customer, they will not be successful in handling them. Do research on customers, their habits, and what they want and expect.

Most customer service is defined by how a company or organization treats “external customers,” but there is “internal customer service” as well. While this manual mainly

addresses “external customers,” expanding your definition of customer service to include co-workers will lead toward even greater success. Remember, the internal customer chain is just like the external, we are all customers both inside and outside the company or organization. As a *Wall Street Journal* article succinctly put it, “Poorly Treated Employees Treat Customers Just as Poorly.”²

Develop a Customer Friendly Approach

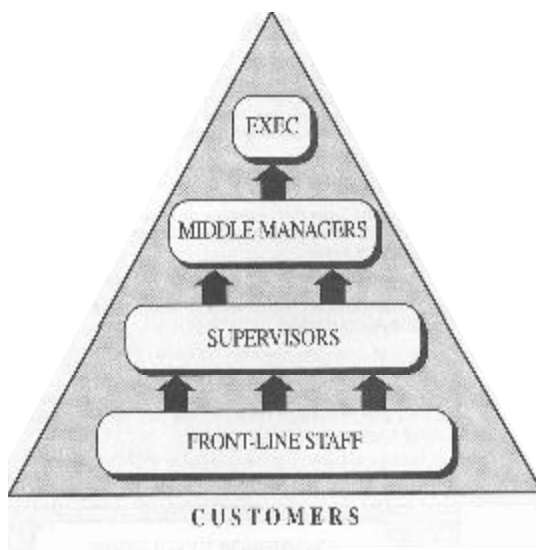
One commonality among all companies or organizations that provide good service is the development of a system and attitude promoting customer friendly service. By “customer friendly” we mean viewing the customer as the most important part of your job. The cliché, “The customer is always right” is derived from this customer friendly environment.

Two critical qualities to the “Customer Friendly Approach”:

1. Communications
2. Relationships

The two main tasks of successful customer relations are to communicate and develop relationships. They don’t take a huge effort, but don’t happen instantaneously either. Positive dialogue/communication with your customers and developing ongoing relationships with your customers are perhaps the two most important qualities to strive for in customer service.

As will be discussed at length in Module Two, there are numerous techniques, systems, and “tips” to create the “customer friendly environment.”



1.3. What Customer Service Means

As mentioned earlier, customer service means providing a quality product or service that satisfies the needs/wants of a customer and keeps them coming back. **Good** customer service means much more – it means continued success, increased profits, higher job satisfaction,

² Bailey, Keith and Leland, Karen. *Customer Service for Dummies*, New York, 2001.

improved company or organization morale, better teamwork, and market expansion of services/products.

Think about it places where you enjoy doing business – restaurants, stores, petrol stations, suppliers, banks, etc. Why, aside from the actual product or service they provide, do you like doing business with them? You probably find them courteous, timely, friendly, flexible, interested, and a series of other exemplary qualities. They not only satisfy your needs and help you in your endeavors but make you feel positive and satisfied. You come to rely on their level of service to meet your needs and wants.

On the other hand, let's review a business you dislike patronizing maybe even hate utilizing but in some cases do so out of necessity. Maybe it is the Ministry of Transport when you need a new driver's license or maybe it is the local department store that carries a product you need but who offers lousy service when you purchase. In both of these cases we are willing to hypothesize that the customer experience is marred by long lines, gruff service, inefficient processing, impolite and unfriendly clerks or salespeople, lack of flexibility, and no empathy for your customer plight. In these cases you feel abused, unsatisfied, and taken advantage of – in essence, your experience is wholly negative.

Unfortunately, in the cases we outlined above there is no competition for the services/products offered or you would gladly not consider using either the Ministry of Transport or the rude department store. This is the advantage of a monopoly on a good or service because in a competitive marketplace, the unsatisfied customer shops elsewhere.

Remember, good customer service results in consumer satisfaction and return customers and growth in business. Poor customer service, except for monopolistic strongholds, generally results in consumer dissatisfaction, lack of returning customers and dwindling business.

1.4. Customer Service Qualities

Customer Service = Accountability + Delivery

Customer service is:

- Fundamental
- Simple
- Daily
- Time oriented
- Persevering
- Specific

“A lot of people have fancy things to say about customer service, including me. But it's just a day-in, day-out, on going, never ending, unremitting, persevering, compassionate type of activity.”

– Leon Gorman, former President of LL Bean (America's largest catalog retail outlet)³

³ Glen, Peter. It's Not My Department. Berkeley, 2002.

Professional Qualities in Customer Service

Professionals who constantly deal with customers (inside and outside the company) need to strive for certain qualities to help them answer customer needs.

The professional qualities of customer service to be emphasized always relate to what the customer wants. After years of polling and market research, it turns out customers are constantly internalizing their customer service experience. What this means is they are grading your customer service during each transaction but you rarely know it. While there are a multitude of customer needs, six basic needs stand out:

1. Friendliness – the most basic and associated with courtesy and politeness.
2. Empathy – the customer needs to know that the service provider appreciates their wants and circumstances.
3. Fairness – the customer wants to feel they receive adequate attention and reasonable answers.
4. Control – the customer wants to feel his/her wants and input has influence on the outcome.
5. Alternatives – most customers want choice and flexibility from service. They want to know there are many avenues to satisfy them.
6. Information – customers want to know about products and services but in a pertinent and time-sensitive manner.⁴ Too much information and “selling” can put off customers.

It is also very important for customer service employees to have information about their product or service. Service providers who answer, “I don’t know” or “It is not my department” are automatically demeaned and demoted in the mind of the customer. These employees can end up feeling hostile as well as unequipped. Customers want information, and they disrespect and distrust the person who is supposed to have information but does not.

Good Information is Often Good Service

Employees need to be empowered to satisfy customers. Employees will give bad service to customers if they themselves receive bad service and little feedback from their managers and supervisors. *Remember: external customer service starts with internal customer service.*

1.5. Taking an Honest Look at Your Customer Service

Survival in the world of customer service is predicated on critical evaluation. Honest self-appraisal is necessary if you are to understand the quality of service your company or organization is offering the customer.

⁴ Bailey, Keith and Leland, Karen. *Customer Service for Dummies*. New York, 2001.

Self-Evaluation Questionnaire

Use the following ten questions to see if you are delivering bronze, silver, or gold level customer service. Stepping back and objectively assessing yourself will help you see what your personal service strengths are and where you may need to devote some extra attention. Remember, be honest! Use the following numbers to evaluate each question:

0 = Rarely

1 = Sometimes

2 = Often

3 = Almost Always

- | | |
|---|---|
| <p>_____ 1) When having a conversation with a customer, do I give him or her my complete attention and avoid doing other activities (working on the computer, writing unnecessarily, doing a crossword puzzle, and so on)?</p> <p>_____ 2) Do I make eye contact when speaking with a customer to show that I am paying attention?</p> <p>_____ 3) When speaking to a customer over the phone, do I make an effort to use inflection in my voice to convey interest and concern?</p> <p>_____ 4) Do I pick up the telephone by the third ring?</p> <p>_____ 5) When I need to put a customer on hold, do I ask his or her permission and wait for a response before doing so?</p> | <p>_____ 6) Do I avoid technical jargon and use language that the customer can understand?</p> <p>_____ 7) When I cannot provide my customer with exactly what he or she wants, do I suggest options and alternatives?</p> <p>_____ 8) Do I sincerely apologize to the customer when a mistake has been made by me or my company?</p> <p>_____ 9) When a customer is voicing a complaint, do I remain calm and understanding –even if I think he or she is wrong?</p> <p>_____ 10) Do I view customer complaints as an opportunity to improve service rather than as a problem that is taking up valuable time?</p> <p>_____ TOTAL</p> |
|---|---|

SCORING - Add together the scores of all ten questions and then look below to see how you did. If you scored:

0 – 12 points: you are at the **Bronze Level**
 13 – 22 points: you are at the **Silver Level**
 23 – 30 points: you are at the **Gold Level**

For specifics about what your score means and where to go from here, find your level described below and read on.

BRONZE - Scoring at this level doesn't mean that you don't care about customers, it is due to one of the following three reasons:

- ✓ You are a newcomer to the service field and are still learning how to deal with customers.
- ✓ You are a seasoned service provider but may have become a little rusty on some of the basics that you once practiced.
- ✓ Job suitability. Over the years, we have met certain people who just don't enjoy dealing with customers or helping others solve problems. Nothing is wrong with them, they just work better by themselves. If this situation applies to you, you might consider either changing jobs or changing the focus of the job you currently hold.

SILVER - You have a solid understanding of the basics, but you are not using them consistently.

- ✓ The probable reason for this inconsistency is that you are overwhelmed by the functions of your job. On good days, you give good service, and on bad days, you give bad service.
- ✓ The key is to become more consistent with your attitude.
- ✓ Remember that regardless of the time you spend with a customer (be it a 30-second phone call or a one-hour meeting) and regardless of how busy you are, you always have a personal choice about your attitude. It takes about 30 days to form a new habit, so make a point of practicing the items covered in the questionnaire every time you deal with a customer – especially when you don't feel like it!

GOLD – Congratulations - you are a professional. You seem to have the basics down and are ready for larger challenges. To continue to grow, consider the following:

- ✓ Once you have finished evaluating yourself, get another perspective by having a co-worker you know and trust evaluate you. He or she may see areas for improvement that are blind spots to you.
- ✓ Go beyond the basics of service. Educate yourself in the more sophisticated service skills by learning to take initiative.

We suggest you go through the above questionnaire a second time and replace the word customer with the words staff member. Doing so will help you to evaluate how good a job you are doing of treating your staff as internal customers.

Some companies and organizations never self-evaluate their service and operate in a form of denial. These companies fail to form an honest assessment of the kind of service they intend to deliver against the kind of service they are delivering.

Self-evaluation can be done by outside experts (consultants) or through internal questionnaires as well as customer surveys and focus groups within your company or organization. An aspect to consider when trying to decide how and who to survey is the level of honest feedback you will receive from results scrutinized in-house. Even anonymous in-house surveys conducted under “confidential” conditions can yield less than accurate results. Employees and staff are often reluctant to criticize their employer for fear of repercussions.

The critical factor in the success of self-evaluation is obtaining objective data and results. Better to accurately know the inadequacies of your customer service than to operate under the impression you are serving your customer well. In order to obtain complete information and feedback, it is important that each level of employee and each department participate in evaluations.

Once adequate self-evaluation has been conducted and you know where you stand in terms of customer service, you can organize a service improvement strategy catering to your service needs.

What's My Customer Service Style?

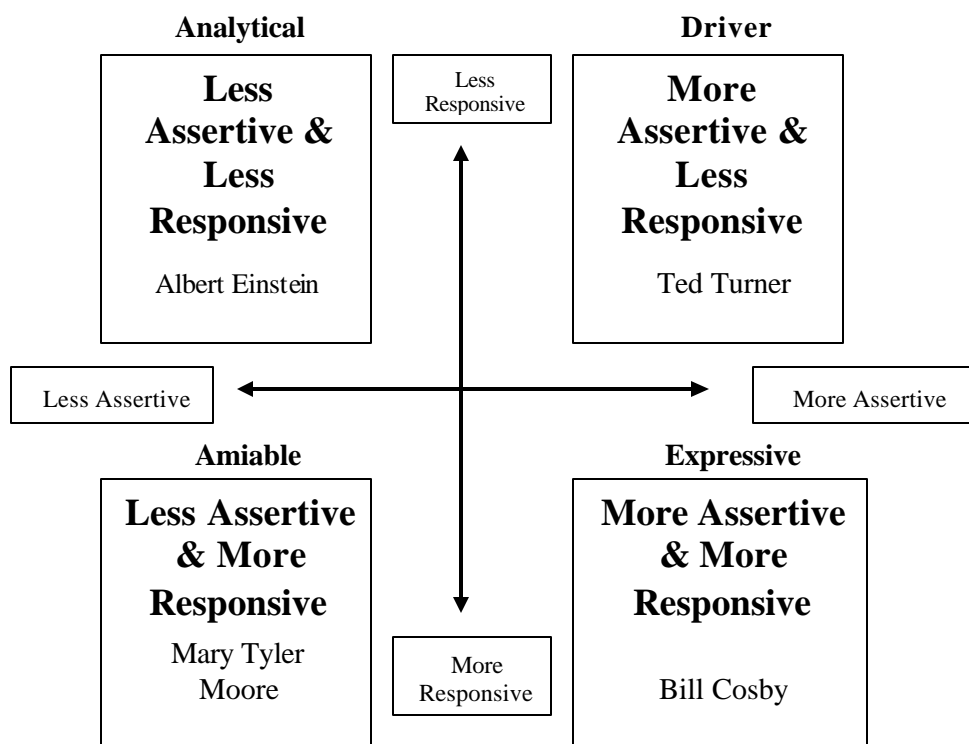
Consider each of the following questions separately and circle the one letter (a, b, c, or d) that corresponds to the description that best fits you. If you have trouble selecting only one answer, ask yourself which response, at work, would be the most natural or likely for you to make. There are no *right answers* to these questions, so base your response on how you are today, not how you think you should be or would like to be in the future.

1. **When talking to a customer or co-worker ...**
 - a) I maintain eye contact the whole time.
 - b) I alternate between looking at the person and looking down.
 - c) I look around the room a good deal of the time.
 - d) I try to maintain eye contact but look away from time to time.
2. **If I have an important decision to make ...**
 - a) I think it through completely before deciding.
 - b) I go with my gut instincts.
 - c) I first consider the impact it will have on other people
 - d) I run it by someone whose opinion I respect before deciding.
3. **My office or work area mostly has ...**
 - a) Family photos and sentimental items displayed.
 - b) Inspirational posters, awards, and art displayed.
 - c) Graphs and charts displayed.
 - d) Calendars and project outlines displayed.
4. **If I am having a conflict with a co-worker or customer ...**
 - a) I try to help the situation along by focusing on the positive.
 - b) I stay calm and try to understand the cause of the conflict.
 - c) I try to avoid discussing the issue causing the conflict.
 - d) I confront it right away so that it can get resolved quickly
5. **When I talk on the phone at work ...**
 - a) I keep the conversation focused on the purpose of the call.
 - b) I spend a few minutes chatting before talking business.
 - c) I am in no hurry and don't mind chatting about personal things, the weather, and so on.
 - d) I try to keep the conversation as brief as possible.
6. **If a co-worker is upset ...**
 - a) I ask if I can do anything to help.
 - b) I leave him alone; I don't want to intrude on his privacy.
 - c) I try to cheer him up and help him to see the bright side.
 - d) I feel uncomfortable and hope he gets over it soon.
7. **When I attend meetings at work ...**
 - a) I sit back and think about what is being said before offering my opinion.
 - b) I put all my cards on the table so my opinion is well known.
 - c) I express my opinion enthusiastically, but listen to other's ideas as well.
 - d) I try to support the ideas of the other people in the meeting.
8. **When I make a presentation in front of a group ...**
 - a) I am entertaining and often humorous
 - b) I am clear and concise.
 - c) I speak relatively quietly.
 - d) I am direct, specific, and sometimes loud.
9. **When a customer is explaining a problem to me ...**
 - a) I try to understand and empathize with how she is feeling.
 - b) I look for specific facts pertaining to the situation.
 - c) I listen carefully so that I can find a solution.
 - d) I use my body language and tone of voice to show I understand.
10. **When I attend training programs or presentations ...**
 - a) I get bored if the person moves too slowly.
 - b) I am supportive of the speaker, knowing how hard the job is.
 - c) I want it to be entertaining as well as informative.
 - d) I look of the logic behind what the speaker is saying.
11. **When I want to get my point across to customers or co-workers...**
 - a) I listen to their point and then express my ideas gently.
 - b) I strongly state my opinion so that they know where I stand.
 - c) I try to persuade them without being too forceful.
 - d) I explain the logic behind what I am saying.
12. **When I am late for a meeting or appointment ...**
 - a) I don't panic but call ahead to say that I will be few minutes late.
 - b) I feel bad about keeping the other person waiting.
 - c) I get upset and rush to get there as soon as possible.
 - d) I apologize profusely once I arrive.
13. **I set goals and objectives at work that...**
 - a) I think I can realistically attain.
 - b) I feel are challenging and would be exciting to achieve.
 - c) I need to achieve as part of a bigger objective.
 - d) Will make me feel good when I achieve them.
14. **When explaining a problem to a co-worker whom I need help from ...**
 - a) I explain the problem in as much detail as possible.
 - b) I sometimes exaggerate to make my point.
 - c) I try to explain how the problem makes me feel.
 - d) I explain how I would like the problem to be solved.
15. **If customers or co-workers are late for a meeting with me in my office ...**
 - a) I keep myself busy by making phone calls work working until they arrive.
 - b) I assume they are delayed a bit and don't get upset.
 - c) I call to make sure that I have the correct information (date, time, and so on).
 - d) I get upset that the person is wasting my time.
16. **When I am behind on a project and feel pressure to get it done**
 - a) I make a list of everything I need to do, in what order, by when.
 - b) I block out everything else and focus 100 percent on the work I need to do.
 - c) I become anxious and have a hard time focusing on my work.
 - d) I set a date to get the project done by and go for it.
17. **When I feel verbally attacked by a customer or a co-worker...**
 - a) I tell her to stop it.
 - b) I feel hurt but usually don't say anything about it to her.
 - c) I ignore her anger and try to focus on the facts of the situation.
 - d) I let her know in strong terms that I don't like her behavior.
18. **When I see a co-worker or customer whom I like and haven't seen recently...**
 - a) I give him a friendly hug.
 - b) I greet him but don't shake his hand.
 - c) I give him a firm but quick handshake.
 - d) I give him an enthusiastic handshake that lasts a few moments.

1 a) Driver b) Amiable c) Analytical d) Expressive	6 a) Amiable b) Analytical c) Expressive a) Driver	11 a) Amiable b) Driver c) Expressive d) Analytical	16 a) Analytical b) Driver c) Amiable d) Expressive
2 a) Analytical b) Driver c) Amiable d) Expressive	7 b) Analytical c) Driver d) Expressive e) Amiable	12 a) Analytical b) Amiable c) Driver d) Expressive	17 a) Driver b) Amiable c) Analytical d) Expressive
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5 a) Driver b) Expressive c) Amiable d) Analytical	10 a) Driver b) Amiable c) Expressive d) Analytical	15 a) Expressive b) Amiable c) Analytical e) Driver	

Total Driver Score _____
 Total Analytical Score _____
 Total Amiable Score _____
 Total Expressive Score _____

Working Styles Grid



1.6. Who are Your Customers?

As the old saying goes:

**Find out what they (customers) like,
And how they like it,
And let' them have it,
Just that Way!**

Customer Surveys

Before spending the time, effort, and resources to develop a strategy for service improvement, you should take actions to make sure you know what your customer expects and wants from your service.

A base-line survey can provide a starting point from which to design and implement a customer service improvement plan. A base-line survey will:

- Provide specific feedback on customer satisfaction levels, wants, needs, and service requirements.
- Gives you objective, valid data on customer service requirements.
- Provide a benchmark for measuring customer satisfaction.

Admittedly, surveys require the expertise of outside consultants or market research firms and require expenditures on the part of your company or organization. However, these resources are well spent if you want to improve customer satisfaction.

There are many kinds of customer surveys, but the basic surveys include:

- Random customer survey
- Company-wide attitude survey
- Lost account survey
- Target account survey
- Customer exit survey

All the survey types listed above have their merits but the most common is the random customer survey. The random survey is the easiest to conduct and measures overall customer satisfaction on a range of levels. This methodology, typically done by phone, mail or in-person, selects a percentage of customers and randomly surveys them. If your organization has never conducted a market survey or customer survey, the random customer survey is probably the best methodology for you.

Customer Base

The size and composition of the customer base to be surveyed is critical if the data will be valid to inform the ultimate customer service improvement plan. You need to assess the size of your customer base to determine the sample size for the survey. If your customer base is in the thousands, it makes sense to hire a market research firm to conduct the survey. A smaller customer base may not require the intervention of a professional market research firm.

Service Feedback

Other types of service feedback include:

- Customer focus groups
- Polls
- Suggestion boxes
- Telephone Hotlines
- Public forums
- Customer evaluation forms
- Customer mail/email

Remember, if you do not know what your customer thinks about your service levels and performance, there is no way to inform your future customer service activities.

2. SIMPLE ACTIONS – HUGE RETURNS

This section of the manual and training explores the often insignificant behaviours and actions that can lead to significant payoffs in customer service success. These techniques and ideas, seemingly obvious and mundane, cover a variety of communication skills leading to customer satisfaction

When reviewing these materials keep in mind that customers are like elephants – they have long memories. They cherish companies who treat them well and quickly stop patronizing those who do not.

Key statistical consumer sector data revealed:

- Customers will spend up to 10% more for the same product with better service.
- When customers receive good service they tell 10-12 people on average.
- When customers receive poor service they tell upwards of 20 people.
- There is an 82% chance customers will repurchase from a company where they were satisfied.
- There is a 91% chance that poor service will dissuade a customer from ever going back to a company.⁵

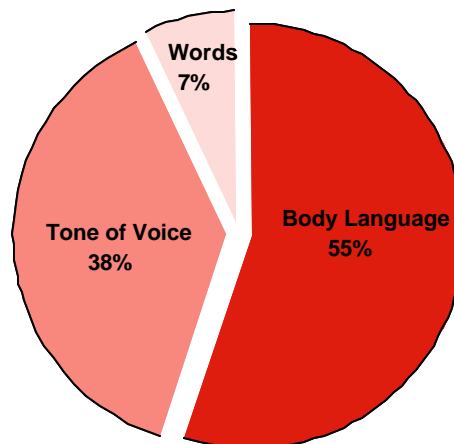
2.1. Non-Verbal Communication

Body Language

Body language can say more than words. A recent university study on how people receive information had these results:

- 55% of what we learn from others comes from their body language.
- 38% of what we learn from others comes from their tone of voice.
- 7% of what we learn from others comes from the words they say.

Face-to-Face Conversations



⁵ Bailey, Keith and Leland, Karen., Customer Service for Dummies, 2001.

It is often not what you articulate but how it is presented. What you wear and how you express yourself has a lot to do with how what you say is received.

Have you ever noticed how a person who is dressed-up, even in older or out-of-style clothing, always commands more authority and respect? The impression they make and what they have to say is enhanced by their personal presentation, facial and hand gestures, as well as the substance of what they have to say. As it turns out, substance is only part of the equation of being persuasive and influencing perception.

On one level this seems unfair and superficial because what a person says and how they behave should be more important than if they are well groomed, smiling and dressed-up. Yet visual perception plays a vital role in human impressions and reactions. For reasons psychologists do not always understand, nature and learned behavior have taught humans to perceive neat, smiling, well-presented individuals in a more commanding manner.

For example, what better way to sell cosmetics or clothing in a large department store than to see well put together, groomed salespeople soliciting and serving customers? This has become a global industry standard because it works. People like to buy products, especially personal beauty and clothing products, from salespeople who look good in the very products they are buying. Customers visualize themselves looking like the sales people. Of course the most successful salespeople are also well trained and informed about their products, but it is initial non-verbal communication that first influences the interaction.

The same can be said for those who smile, laugh and make warm hand gestures – these people are well received and liked by others. “Warm” people immediately ingratiate themselves to others. What they say is often openly accepted, trusted and believed.

It is clear that just looking good will not produce the desired level of customer satisfaction. There is certainly a trend around the world in some of the most expensive retail outlets such as Gucci, Yves Saint Laurent, Giorgio Armani, and others for extremely well dressed, model-esque sales people to address customers in an arrogant and disdainful manner. Even these retail fashion giants can lose sight of the basics of customer service and the famous adage of Sam Walton. These *fashionistas* need to remember the goal is to smile and present one’s self well while at the same time delivering quality services and products to the buying public.

Positive Non-Verbal Communications

- **Smiling** – there is nothing like a smile and pleasant face to greet a customer, especially if he/she has a complaint. A smile and polite conversation can immediately disarm a disgruntled customer. Facial expression sets a positive tone before you even begin speaking. A relaxed or pleasant facial expression is the ideal most of the time.
- **Eye contact** – always look into your customer’s eyes. Directly address customers.
- **How you look** – personal grooming has a big impact on your customers. Dirty hands, messy hair and poor dress can mean the loss of an otherwise happy customer. When interacting with customers, dress neatly and in a professional manner so as to command respect and to let customers know you take seriously your position.
- **Shaking hands** – when shaking hands with a customer a firm and professional handshake is expected. This part of the greeting is now common among both men and women in a professional environment.

- **Be attentive** - when listening to a customer, slightly lean towards your customer and nod your head ever so slightly to indicate you are listening.
- **Tone of voice** – always convey friendliness and amicability. Do not raise your voice in frustration or anger no matter how difficult or tiresome a customer may behave.
- **Hand gestures** - use hand movements to emphasize what you say (even on the phone) and to emphasize your feelings.
- **Personal space** – this is the distance that feels comfortable between you and another person. If another person approaches you and invades your personal space, you automatically move back without thought. You are uncomfortable. Leave adequate distance between you and your customer. Adequate space is important to making customers feel secure and unthreatened.
- **Posture** – slumping in a chair or leaning against a wall while interacting with a customer are sure signs you are not interested in the customer. Your pose or posture should express attention, friendliness, and openness. Lean forward, face the customer and nod to let them know you are interested.
- **Observation** - notice how your customer behaves and what he/she reacts positively to while you are providing service.

Remember, the little, interpersonal actions noted above mean a great deal in the area of customer relations. They can change customer perceptions and ultimately affect the success of your customer relations efforts.

2.2. Tone of Voice

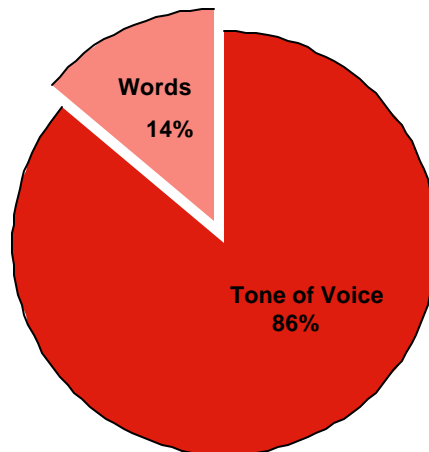
It's Not What You Say, It's How You Say It

The moment you pick up a telephone, body language and visual perceptions disappear and your tone of voice becomes dominant.

Almost the entire message you project to the customer over the phone is derived from tone of voice and attitude. For example:

- A flat tone of voice says to the customer, “I don’t like my job and would rather be elsewhere.”
- Slow pitch and presentation say, “I am sad and lonely – do not bother me.”
- A high pitch, rapid voice says, “I am enthusiastic and excited!”
- A loud voice says, “I’m angry and aggressive.”

Conversations Over the Telephone



Keys to good telephone intonation include:

- Inflection
- Volume control
- Pacing the customer⁶

Inflection

Inflection is what happens when you read a book to a child – it is the wave like movement of highs and low in your pitch that makes what you are saying higher or lower. It is the way you emphasize aspects of what you are saying to make it interesting.

When you repeat phrases and terms many times in a day, like many customer service representatives do, you tend to become monotone as the phrases have lost their interest to you. In telephone customer service inflection is pivotal and “monotone” lapses are the enemy. You can improve your inflection by:

- Practicing to stress certain words/phrases
- Regulating your breathing – make each breathe deep and slow
- Exaggerating your tone of voice
- Changing around the phrases you use – repetition equals monotony
- Smiling when on the phone – this causes face muscles to contract, creating a more positive tone.

Be aware that too much inflection sounds unrealistic and artificial. Classic examples of over-inflection include radio announcers and some television presenters.

Volume

Speaking in a moderate voice is the norm for customer service as high volume scares and intimidates people. Low volumes can be very effective, especially when a customer is irate – a low volume voice under these circumstances serves to calm the irate customer.

⁶ Ibid.

Speaking louder for short bursts can occasionally serve to emphasize or focus attention, but this technique should be used rarely.

Pace

Pace is a great tool to build rapport with a customer. Customer service professionals recommend mimicking your customers pace. Speaking too fast will serve to confuse a customer while speaking too slow may leave the impression you are talking down to the customer.

By controlling the pace of the conversation, you can get the customer to consider or reconsider what you are saying, and place emphasis on what you deem important. You are also able to articulate a solution or answer to a customer in a manner he/she understands.

2.3. Telephone Etiquette

The Dreaded Answering Service

In the world of customer service most people hate the telephone. It has become common in the US when calling a large corporation, business or service provider to come in contact with an automated answering service that prompts the caller to choose a series of numbers to attain their desired request. Often the service request or query must conform to the categories designated in the main menu or the call will can be disconnected. It has become increasingly difficult to get in touch with a live human being.

If you are a new customer and have never used these systems then it is even more frustrating, especially if you do not have a Touch-Tone phone or are intimidated by these machines. Often you have to listen to five minutes or more of recorded banter before even being given the chance to speak to a customer service representative. Even when you are connected there is often a substantial amount of time spent on hold, waiting for a representative to become available. In addition, some customers find that after all that effort they have not been connected to the appropriate department for their needs, and must repeat the tedious process again.

When the proper person is finally reached, the customer is already frustrated and fed up with the process. The company has failed to provide adequate service even before they have learned of the problem.

Because every telephone encounter is blind, customer frustration is greater on the telephone than any other communication medium. The customer can feel lost with no connection, other than the audio, with the person on the other end of the phone. High-tech telephone systems eliminate even this human element. They are a cheap means of cutting labor costs but ultimately impede good customer service.

Good Telephone Etiquette

Thankfully, there are many companies and organizations that understand the significance of the telephone in doing business and practice good telephone etiquette.

Good telephone etiquette is the essence of dealing with people in a polite and efficient manner over the telephone. It is one easy and definite way to improve customer service if you follow the guidelines outlined below.

Telephone etiquette, unlike more varying body language, can be uniform and is not culturally based. The telephone is often the first or last place a customer comes in contact with an organization or company. Being telephone friendly is one of the least expensive and cost-effective ways to deliver better customer service.

Test Your Telephone Etiquette IQ

Before we give you the ins and outs of basic telephone etiquette, you may want to test your current knowledge by rating each of the following scenarios as true or false.

SCENARIO ONE - The time is 11:45 am, and Harriet is at her desk putting the final touches on last quarter's sales figure report, which is due to her boss by noon. She is on the final page of the report when the phone rings. Harriet tries to ignore it for a few moments (hoping the person will go away), but the ringing continues. Eventually, she picks up the phone and says with a smile, "This is Harriet, how may I help you?"

Sonja is demonstrating good telephone etiquette:

_____ True _____ False

SCENARIO TWO - Ana is a sales assistant at a large hardware store. Her supervisor, George, is having a brief meeting with her about some new stock that has just arrived. Ana's telephone rings. She immediately picks it up, greets the customer on the other end of the line, and politely says, "Let me put you on hold for just a moment."

Ana is demonstrating good telephone etiquette:

_____ True _____ False

SCENARIO THREE - Robert is a travel agent who works for a large national travel agency. His area of specialty is domestic travel. His phone rings and on the line is a customer who needs help booking an overseas trip to Morocco. Robert explains to the customer that he does not deal with foreign travel by saying, "I'm sorry, you've reached the domestic travel department, you need to talk to international. Hold on for a moment, and I will transfer you."

Robert is demonstrating good telephone etiquette:

_____ True _____ False

SCENARIO FOUR - Alex is the assistance to the vice president of marketing for a clothing manufacturer. He receives a call for her boss – from a person whose voice he doesn't recognize – and says, "May I ask who's calling please?" The customer on the other end of the line gives her name and Alex replies, "I'm sorry he isn't in right now, may I take a message?"

Alex is demonstrating good telephone etiquette:

_____ True _____ False

Okay. How did you do? If you marked any of the scenarios as true, think again. All of the above scenarios are false because they broke some cardinal aspect of telephone etiquette and could, consequently, give the customer a negative impression.

Answering the Telephone

How a company answers the phone can tell the whole story of how they treat customers and employees. The correct phrase said in the right order in a positive tone leaves a good impression and starts the customer-client relationship off on the right foot.

1. Pick up the phone in three rings. More than three rings signals chaos in your office or inattentiveness on the part of your company or organization.
2. Greet the caller, e.g. “hello”, “good morning”. Good manners shows you respect the caller.
3. Give your name, e.g., “Hi, my name is Martha”. This is a courtesy that serves to personalize the customer service experience as well as allowing the customer to hold you accountable for your level of service. He/she now has a point of reference and someone to contact when he/she calls back.
4. Ask the customer if or how you can help. Asking to help tells the customer you are there to serve his/her needs and to solve his/her problems. This also leaves the customer with a positive impression.

Putt it altogether and you have a good example:

“Good morning, thanks for calling the Intercontinental Hotel Lusaka, my name is Martha, how may I help you?”

The greeting is key, it sets the tone and style of the whole interaction.

Troubleshooting

Some things which may upset a customer are simply unavoidable. Here are some tips on how to best handle these situations.

“Putting a Customer on Hold”

- Ask the customer if you can put them on hold; wait for them to say “yes” or “no” and then explain it will only be for a short period of time.
- Explain to customers why you are putting them on hold.
- Thank customers for holding.

“Transferring a Call”

- Ask the customer if they mind being transferred; wait for them to say “yes” or “no” and explain why they are being transferred and to whom.

“Taking a Message”

- Explain your co-workers absence in a positive light but do not be too specific. Explain that your co-worker is in a meeting, conference, briefing, or training. Do not say he or she is gravely ill, is too hung over to come to work, never called in today, can’t be found, is playing golf, that you do not know where he or she is, or that he or she “was just here”.

- Give a reasonable estimate of when the co-worker will return.
- Offer to help the caller, take a message or transfer to another staff member.

If a co-worker is on holiday and will not return to the office for some time, it is permissible to say that he or she is on holiday. However, avoid details such as, “Raymond is at the beach and I am sure he is living it up.” While such details may seem innocuous and even humorous, they give the wrong impression to those seeking service.

“Ending the Call”

This is the final step in good telephone etiquette. A good customer service representative ends the call on a positive note, repeating any actions agreed to be taken and what is going to be done to help or serve the customer.

2.4. First Impressions – You Only Get One

Making a Good First Impression

Every salesperson in every business knows the importance of making a positive first impression. Sales people know their success and livelihood will depend on how their potential customer perceives them in the first 30 seconds of interaction. Good salespeople develop an almost instantaneous rapport with potential customers. Customers like them, follow their advice and then buy their product.

The customer is JOB ONE.

The customer is KING.

The customer is ALWAYS RIGHT.

The reality is that we prefer doing business with those we like and trust. Impressions are the key to developing trust and confidence in the customer.

As the old saying goes, “You will never get a second chance to make a first impression.” This is why the first impression is extremely important and can set the tone for all future transactions.

Here are some ways of creating positive impressions, some of which have already been discussed:

- Thoughtfulness in meeting the customer’s needs
- Personal responsibility for a customer
- Quick problem solving for customer
- Offering immediate assistance
- Friendliness
- Using customer’s name in a conversation
- Pleasant voice tone
- Polite and courteous manners
- Neatness
- A genuine smile

Here are some factors that create a negative impression:

- **Making the customer wait**
- Not answering the phone promptly
- Not saying “please” and/or “thank you”
- Speaking loudly or condescendingly to customers or colleagues
- Making faces, frowning, acting distant, not smiling
- Looking disheveled or like you do not care about your appearance
- A poor handshake
- Focusing on another task while addressing or servicing a customer.

Remember, impressions stay with those you meet, especially customers, and once registered; negative impressions are difficult to overcome.

2.5. Ten Major Do's and Don'ts of Customer Service

Every day customer service representatives face situations when what they say makes or breaks a service interaction. Below are ten phrases that should never be used because they frustrate and anger customers.

- “No.”
- “I don’t know.”
- “That’s not my job./That’s not my department.”
- “You are right – that is bad”
- “Calm down.”
- “I’m busy right now.”
- “Call me back.”
- “That’s not my fault.”
- “You need to talk to my supervisor.”
- “You want it by when?”

No: Everyone hates the word “no”. It is de-motivating, discouraging, and disinteresting. You will hear this word throughout your life as a customer and as a service provider. “No” is tantamount to “bad service.” “No” is easy, cheap, unproductive and negative – it means failure. Unfortunately, “no” is the word we most often hear when a new idea, request or concept is introduced. Admittedly, there are times when you will have to say “no,” but focus on what you can do for the customer (accentuate the positive) and not the negatives of the situation. Better to say “What I can do is...” and demonstrate that you care and want to provide quality service despite your current limitations.

I don’t know: Good service means never saying, “I don’t know.” When a customer hears “I don’t know,” they hear, “I don’t feel like finding the information you need.” Better to say, “I’ll find out” or “Let me look into this and get back to you ASAP.”

That’s not my job./That’s not my department: When a customer asks you to do something that you do not know how to do or do not have the authority to do, become a catalyst by leading the customer to the person or department who can help him/her solve the problem. Better to say, “Let me transfer to the person who can immediately help you with this problem.”

HOW TO DRIVE A CUSTOMER CRAZY

Nothing drives customers crazier than a service provider who treats them like an adversary and isn’t interested in looking for ways to help them resolve their problems.

Some of the one-liners (said, of course, in a monotone voice) that reflect this negative, “I don’t care,” attitude are:

- ✓ “That’s not our policy.”
- ✓ “That’s not my job.”
- ✓ “I’m not allowed to do that.”
- ✓ “I have no idea.”

Body language that accompanies these responses includes:

- ✓ A blank stare
- ✓ Head held down
- ✓ Looking away
- ✓ Distracted fidgeting

You're right – that is bad.: Many inexperienced customer service representatives think by sympathizing with the customer's plight, he/she will win over the customer rather than actually doing something to solve the customer's problem. If a customer expresses annoyance or frustration, do not make it worse by commiserating with him/her. Empathize with the customer but seek to solve the problem.

Likewise, it does not do your company or organization any good to criticize co-workers or other departments within the company or to the customers. All interested parties end up looking unprofessional and inept. Rather try your best to accommodate the customer. Do not promise anything you cannot deliver but do try to serve the customer well. Better to say, "I understand your frustration, let's see how we can solve this problem."

Calm down.: When customers are upset or angry let them vent (within reason) and they will eventually calm down. Telling them to "calm down" is belittling, and often serves only to infuriate them further. Better to say, "I'm sorry." This is one of the ideal phrases for customer service – it helps to placate the angriest of customers and allows you to begin the process of solving a customer complaint or request and "meet him/her half way." Apologizing does not mean you agree with the customer but it is a means to empathize and move beyond the emotion of the moment and negative impact.

I'm busy right now.: It is not easy to juggle customers. You are often helping one customer when another calls or visits your service area. Asking a customer to be patient or politely asking them to wait is very different than putting them off and saying you are too busy to help. Leaving them standing there or on hold are two of the mortal sins of customer service. "Being too busy" is tantamount to saying that you do not care and they are not important. Let the customer know they are important and you are aware of their presence. Better to say, "I'll be with you in one moment" or "Please hold and I'll be right with you."

Call me back.: This expression conveys little interest on the part of the customer relation's employee for the needs and wants of the customer. You should always call the customer back because you want their business and are responsive to their requests. Being proactive is part of good customer service.

That's not my fault: If an angry customer accuses you of creating a problem, rightly or wrongly, the natural reaction is to defend oneself. However, this is not the best course of action. The customer has a problem that needs to be solved. By resisting the need to defend yourself, and focusing on the needs of the customer, you can resolve the problem faster and with less stress and confrontation. Better to say, "Let's see what we can do about this problem."

You Need to Talk to My Supervisor.: This cliché of bad customer service has angered and frustrated customers decades. Customers often ask for things outside the scope of your work or authority – maybe even outside the services/products provided by your company. While passing off these requests to your manager is a tempting option, it is better if you attempt to solve the problem yourself or directly go to the supervisor yourself and get a solution. You become a service hero for the customer and the supervisor. Better to say, "Let me find that out for you."

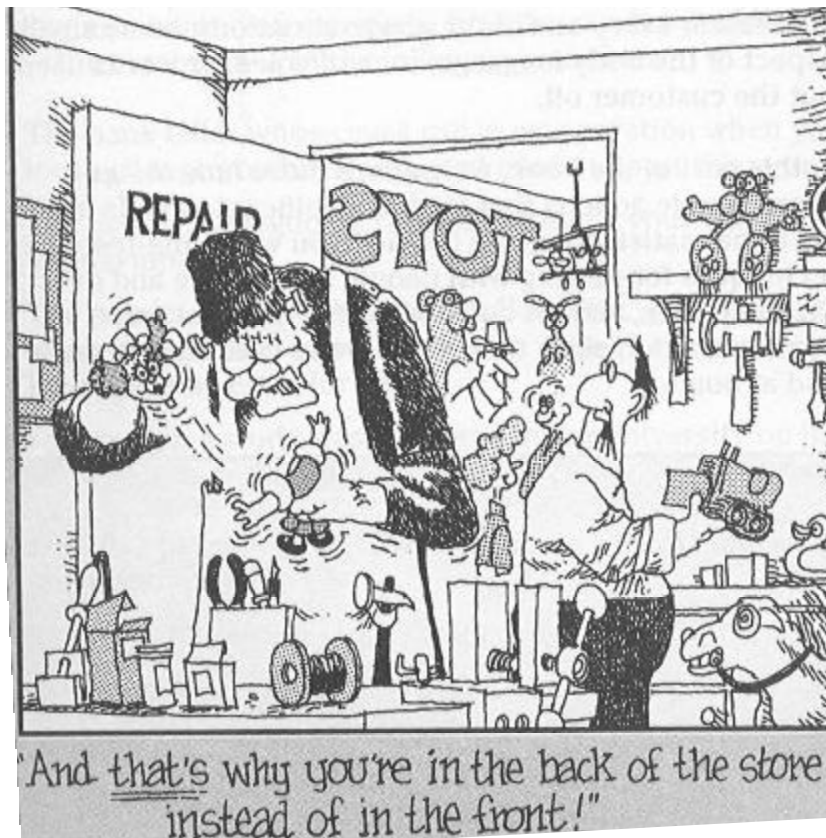
You Want it by When?: Customers often make unrealistic demands, especially when it comes to time. Your first reaction may be annoyance and you may want to make a snide or sarcastic comment. However, the best approach is to hold off on displaying a negative attitude and making a poor impression. Better to say, "I will call you right back after I find out if that is feasible."

Helpful Reminders for Polite and Friendly Responses

Wrong Approach	Polite and Friendly Alternative
"I don't know."	"I'll find out."
"No."	"What I can do is..."
"That's not my job."	"Let me find the right person who can help you with ..."
"You're right – this is bad."	"I understand your frustrations."
"That's not my fault." "You need to talk to my manager."	"Let's see what we can do about this." "I can help you."
"You want it by when?"	"I'll try my best."
"Calm down."	"I'm sorry."
"I'm busy right now."	"I'll be with you in just a moment."
"Call me back."	"I will call you back, what is your telephone number."

3. PRACTICE WHAT YOU PREACH – DEALING WITH THE CUSTOMER

This Section will employ many of the ideas and techniques discussed in Sections 1 and 2, but will apply them to practical customer service.



3.1. The Customer Service Case Study – Five Easy Pieces

A classic scene customer service scene took place in the 1970s film *Five Easy Pieces* starring Jack Nicholson. In the film Nicholson plays a restaurant “customer” who spars with a grim, veteran waitress who cares little or nothing about the customer, her job or the restaurant where she works. She is the worst the service industry has to offer and a classic example of the “It is not my job” mentality.

The scene opens with Nicholson sitting down for breakfast in a small restaurant (diner):

Nicholson: I’d like a plain omelet, with no potatoes but tomatoes instead and some coffee and toast.

Waitress: (*Pointing to the menu but looking away*) No substitutions.

Nicholson: What do you mean? You do not have tomatoes?

Waitress: Only what is on the menu. If you want the omelet, it comes with French fries but no bread.

Nicholson: I know what it comes with but it is not what I want.

Waitress: (*Frowning and impatient*) I'll come back in a few minutes because you are not ready to order.

Nicholson: Wait a minute. I am ready to order. I want a plain omelet with tomatoes but no potatoes, coffee and toast.

Waitress: (*Angry*) I'm sorry. We do not have toast and no substitutions.

Nicholson: What do you mean no changes and no toast?

Waitress: Would you like to talk to the manager?

Nicholson: You have bread so I know you can make toast.

Waitress: I do not make the rules.

Nicholson: Okay, I'll make it easy for you. I'd like an omelet – plain. And a toasted chicken salad sandwich with no mayonnaise.

Waitress: Okay – (*Writing*) One omelet and a chicken salad sandwich. Anything else?

Nicholson: Now, all you have to do is remove the chicken, bring me the toast, give me a bill for the sandwich and you have not broken any rules.

Waitress: (*Points to a sign reading – “We reserve the right to refuse service.”*). You see that sign, sir? Yes, you can all leave. I'm not taking any more of your smart-ass sarcasm.

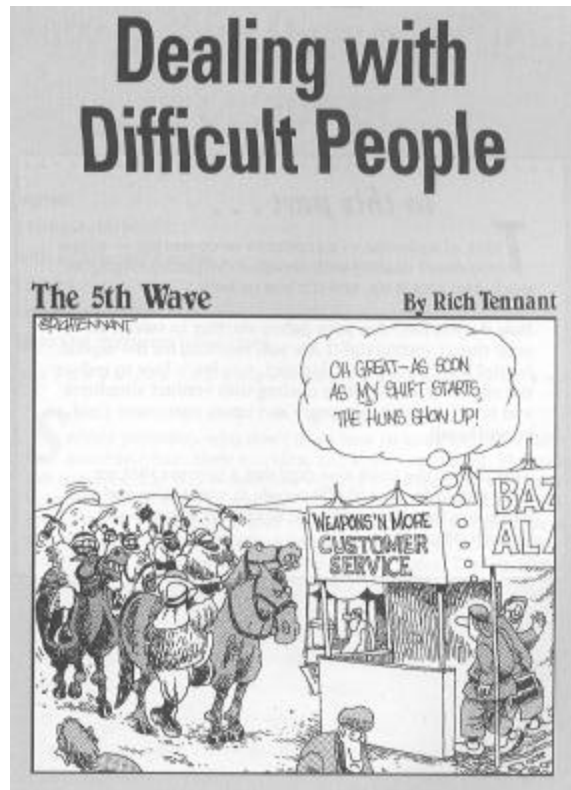
Nicholson: You see the sign? (*Sweeps all the water glasses and silverware off the table and storms out*).

As we discussed in Section 2, this waitress has broken many of the cardinal rules of customer service. She has a bad attitude, she is inflexible, resorts to referring to the manager, acts disinterested in the customer, and does not address the customer directly. She cares more about the rules than the customer. In reality, it is the customer who is always right because he/she pays the bills and is the heart of any company or organization.

Everyone has come into contact with someone in the service industry who displays this horrible attitude and inflexibility. I am sure you have wanted to throw something and storm out of the place as well. Not only was the waitress rude, but she was costing the restaurant short-term business and a long-term customer. Her poor customer service damages business and ultimately profit.

This is clearly a blatant example of how not to act towards customers. While the first or second time a customer may still come back, unless you have a monopoly, eventually the customer will not come back.⁷

⁷ Glen, Peter. It's Not My Department, Berkeley, 2002.



3.2. Communicating with the Unsatisfied Customer

How many times have you as a customer run into the problem of excuses. There is a problem and the sales person, technician or customer service representative is making lame excuses, namely:

- It is the fault of the computer.
- It is the fault of the other sales clerk.
- It is the fault of the chief of the department.
- It is the fault of the system.
- It is the fault of the Government.
- Or it is just the way it is – *c'est la vie*.

Sometimes it feels as if nothing is *anybody's* fault or is in *anybody's* department. This is poor customer service. Good customer service means accountability, responsibility and taking action to satisfy the customer.

Having discussed the importance of knowing how the customer feels and WHAT NOT TO SAY, let's address the notion of how to communicate with an unsatisfied customer.

If your customer is unsatisfied (for just or unjust reasons), you will have to use some of the many techniques of the customer service professional to win their support and continued loyalty. When coming into contact with a customer, communicating with him/her, or analyzing problems, do not forget to use the following methods or qualities of the customer service professional:

Listen: It is of primary importance when dealing with an unsatisfied or complaining customer to listen attentively to his/her complaint, gripe, frustration or grievance. Be patient, attentive, and friendly.

Express you are sorry:

- “We are sorry for this mistake/problem.”
- “We are terribly sorry for this inconvenience.”
- “How can we work to solve this problem together?”
- “I can imagine how frustrated you are.”

Do not argue and do not interrupt: This will only worsen the situation, especially if the customer is angry. Let him speak before you try to discuss with him what has happened.

Do not lose your self-control: If you stay relaxed, customers will calm down.

Point out facts: Listen carefully – and write everything down. Do not make any comments until the customer is finished talking.

Admit the problem : If you can suggest a solution, do it. If not tell the customer what actions you will take and what actions will follow. Never make the mistake of promising something you are not able to do.

Involve the customer in problem solving : Suggest the customer alternative solutions, if they exist. Customers appreciate the opportunity to choose the ways of problem solving.

Follow-up: Make sure that the promised measures are taken. If you do not fulfill what was promised and ignore the customer’s complaint, the problem will grow. Next time it will be more difficult to solve.

Give the customer a “way back”: Sometimes customers are wrong. You should let them leave with dignity, without feeling embarrassed.

Do not question the customer’s correctness: From the very beginning you should believe that the customer may be right. Always be open minded toward the customer’s opinion, make them feel they deserve to be listened to.

3.3. Solving the Customer’s Problems

When you listen to the customer’s complaint you take responsibility to solve the problem. Customer service professionals:

- Listen without interruption and with full attention.
- Behave without aggression, and without arguing.
- Do not extend excuses for the problem, and thank the customer for drawing their attention to it and helping solve it.
- Express sympathy and full understanding.

Customer service problem solving involves:

- Ask necessary questions to get more complete information and completed picture of a situation
- Find out exactly what the customer needs you to do for them
- Explain first what you can do, and then gently add what you cannot do
- Discuss in detail all opinions, and then decide what needs to be done
- Undertake immediately what was discussed
- Check the result to make sure the customer is completely satisfied

IT PAYS TO PLEASE

We love and cherish those companies that treat us right, and we'll even pay more to obtain these services. Here are some recent statistics that prove the point:

- We'll spend up to 10 percent more for the same product with better service.
- When we receive good service, we tell 9 to 12 people on average.
- When we receive poor service, we tell up to 20 people.
- An 82 percent chance exists that customers will repurchase from a company if their complaint is handled quickly and pleasantly.
- If the service is really poor, 91 percent of retail customers won't go back to a store.

Follow-Up with the Customer

It is extremely important to make sure that all customer service measures that were discussed or promised are in fact taken. It is not enough for the customer to experience a satisfactory telephone or face-to-face interaction. If nothing comes of the contact they will be even more frustrated and unhappy. Make sure you do whatever you have promised in a timely manner.

Initiative

Initiative is the difference between adequate customer service and customer service that wins you a customer for life.

Everyday examples of exceptional customer service:

- Taxi driver who opens the door for you or waits at night for you to safely get into your destination.
- Computer technician who does computer work and then calls back a week later to make sure your IT is functioning well.
- Car salesperson that calls a month after you buy a car to make sure it is running well.
- The petrol station attendant who washes your window or checks your oil.
- The electric company who calls and checks to make sure your service is working well and apologizes for any "brown outs" or "black outs."

None of these customer service people HAD to make this extra effort or go to this trouble. These "goodwill initiatives"⁸ are beyond the call of duty and make the customer beyond satisfied. They make the customer remember the transaction or occasion.

⁸ Ibid.

3.4. Case Study – Good Service

Traits to Emulate

“Extra effort” wins the day for customer service! Customer service traits to emulate:

- Be on time, open on time, deliver on time
- Follow through and deliver your promises
- Go the extra kilometer for customers
- Offer you customer options
- Express empathy to upset customers
- Treat customers as the MOST important part of your job
- Treat co-workers as if they are customers
- Give customers your name and contact details⁹

Examples of Customer Service in the US Electric Utility Sector

Here are a few examples of Customer Service Challenges, and how they can were analyzed and addressed in various cases. They are not all encompassing but provide concrete ideas of how electric utilities are meeting certain customer service challenges and needs.

Some of the information and challenges presented may not be relevant to your particular application or customer service needs but they offer creative and current solutions and thinking regarding customer service. Many of these customer service examples are derived from the US and UK and require a great deal of time and resources, making them unrealistic for smaller ventures. However, the fundamentals of “knowing your customer,” “meeting their needs,” and “communications” are present in each case and serve to highlight how to proactively meet customer service needs. They provide “food for thought” and are a basis for discussion, as the situations facing electricity utilities are relatively transferable to different environments, contexts and locales.

EXAMPLE 1: ASK CUSTOMERS WHAT THEY THINK AND HOW THE FEEL

Across various industries, executives and managers always believe they know the customer already and do not need further information or input from them. However, when research is conducted and the customer has actual input in the decision-making process, these same executives and managers often come to realize they do not know what customers want and need.

Renewable Energy is a popular option being considered by many to be clean and green, yet the structures necessary to install such systems can be intrusive or cause concern to people in the community. One way to alleviate or mitigate such concerns is to launch a survey or another form of communication with customers affected by a facility installation. By asking customers how they feel and what they think, the utility is demonstrating that communications is a two-way street and that they care about how customers perceive the intrusion of new facilities.

Prior to building new wind farms that would provide clean energy and new jobs for residents, a Scottish firm commissioned market research surveys to find out how people felt about an existing wind farm. Surveys were posed to both residents, who are customers, and to tourists, who support the local economy and are of critical concern to the residents.

⁹ Ibid.

The poll found a surprisingly positive view of the wind farm. Residents did not feel that they obstructed view of the landscape, or caused any other local problems, and enjoyed their influence on the local economy. Nine out of ten tourists questioned said the presence of wind farms made no difference to the enjoyment of their holiday - and more said they had a positive effect on their choice of destination.

In this case, perceived negative ideas about wind farms asserted by many industry leaders were incorrect. They were based on poor information and myth. Data proved the wind farms were viable and acceptable to local residents and customers. The key is to willingly solicit the opinions of the customers you serve in order to provide improved service and benefits.

EXAMPLE 2: GATHER STAKEHOLDERS TO REACH CONSENSUS

Power plants provide employment opportunities as well as electricity to local economies where they are located. They also can present risks and cause concern among the local population in the surrounding area affected by their development and servicing. In the late 1990's, the Niagara Power Project (NPP), located in Lewiston, NY, decided to build a new power plant, and went through the process of re-licensing. As part of the process, they were required by law to consult the public living in the areas of operation.

Rather than seek ways to squeak by with minimal local input, the NPP encouraged local governments, schools boards, manufacturers and fishermen to form a Task Force of stakeholders, so their views could be represented. They concentrated on addressing the Task Force's questions and concerns, got the people involved in the plans for building the new plant. In the end all the stakeholders were satisfied the plant would benefit the entire community without detriment.

By handling the process in such an open and consumer-focused way, NPP has set a precedent for future interactions with its customers. Customers know that they can trust NPP to keep their best interests in mind, and will more readily support future renovations and additions to facilities.

EXAMPLE 3: TAILORING SPECIAL PROGRAMS TO BUSINESS CONSUMERS

Many countries today are dealing with the problem of too little electricity production and too much demand. When this happens, the reliability of the whole electricity system is put in danger. In several countries programs are in place to increase customer-sited generation and to reduce electricity use at peak demand times. Business customers are paid to participate in these programs and are given additional benefits.

This is not typically thought of as a customer service scenario. The old notion of customer service is answering telephone inquiries and administering complaints. These days it also means finding creative solutions to demand problems and customer needs. Today this new approach to meeting electricity needs with incentive-based programs is working, but first utilities had to sell the idea to large businesses and explain the logic of their approach.

Northeast Utilities, servicing much of New England in the U.S., implemented a Demand Response Program in order to make their electrical grid more secure in times of high demand. Local facilities were audited to see which ones could spare electricity at those peak times. When they had been located, the utility paid to have their facilities updated to become capable of cutting back on load or engaging backup generation remotely. They then set up a pager system so that managers could be instantly notified of the need for the power. The small investment necessary to enable customers to participate in the program was well worth the added power obtained.

In southern California, an area facing a recent energy crisis, the Public Utilities Commission has started a program that pays qualifying businesses up to 50 percent of the costs of installing electricity generation systems. The Southern California Gas Company has been promoting the program through news releases, print and radio ads, e-mail notices, telemarketing and a dedicated toll-free number staffed with technicians who provide real-time responses to customer questions. By actively encouraging their business customers to rely on self-generated power, they are serving their individual customers better. Securing the electrical grid means a healthier economy for all of southern California.

EXAMPLE 4: COMMUNICATING EMERGENCY SITUATIONS TO CUSTOMERS

Customers rely on electricity for their daily needs at home and at work. When there is an emergency resulting in an outage, customer service is critical to helping customers deal with the situation. Lack of electricity disrupts lives in a way that is extreme and consequential. Emergency communication and timely information is almost as important as completing the repair.

Emergencies call for extra efforts in listening to customers and providing timely information about repair work. Most companies faced with outage situations have plans in place for both field and headquarters staff to assume special roles during outage situations. For example, office administrative staff may be called upon to go out in the field while line crews are conducting the repairs just to talk with customers door-to-door, answer questions, help with coping strategies such as providing dry ice and flashlights, and provide reassurance regarding the repair effort.

If emergencies are not handled properly and proactively from a customer service standpoint, the company can suffer from negative reactions for a long time. The key in emergency blackouts and brownouts is to have numerous contingency plans and a proactive strategy to deal with customer needs and complaints.

Last year in the Midlands, England, more than 40,000 homes, mostly in rural areas, lost power after a wind storm. Over 100 utility emergency crews were called into service. Although they were hampered by the strong winds, they managed to restore power to three-quarters of affected homes by that evening. Headquarters staff manned the telephone lines and supervisors knocked on doors to provide updates to worried residents about the repair efforts. The response to the utilities efforts was so warm that local pubs opened their doors to the workers to provide free meals (cooked on gas stoves) for the stamina required to complete the repair work. In spite of the hardships, customers expressed appreciation for the prompt services and ongoing communications about the status of repairs.

The success of the utility in this example is based on having customer-oriented contingency plans for emergency power outages. They developed emergency communications and public relations plans, and worked closely with the media and the local community. Rather than being a public relations disaster, this outage turned into a favorable situation whereby the rapid repair response and professional attitude and courtesy demonstrated by utility staff won over customers and the community.

More recently, a hurricane turned off the power of over one million people in Washington, D.C. The main utility, PEPCO, immediately surveyed the damage and reported that it would take a full week to restore power to everyone. As the week went on many customers became frustrated and angry. They weren't just angry because their power wasn't on, they were angry because the utility was not giving them any information on when it would be on. Specific neighborhoods were not

informed, and people had no way of knowing if theirs would be one of the first or last areas to be serviced. Service representatives were forced to answer their requests with “I don’t know.” This event will have a lasting effect on the reputation of PEPCO, and could have been avoided if better communications had been employed.

EXAMPLE 5: SEGMENT YOUR CUSTOMERS BASED ON NEEDS

Not all residential customers are alike, and it is important from a customer services standpoint to understand what each type of customer needs for a successful relationship with the electricity provider. For example, you may think you know the answer to the question “How do customers pay their bills?” But one utility’s experiences revealed that different types of residential customers pay in different ways, and that the variety of options was important to maintaining both a good relationship with the customers as well as timely payments to the utility.

Successful customer service offers the customer bill paying options and caters to the predilection of customers in target segments to choose certain methods of payment. For example, some customers may choose to pay by mail, while others typically pay in cash at kiosks or others over the internet. However, even if it is not possible to offer customers a variety of means to pay their utility bills, the most important fact is to make sure they are offered a convenient and easy-to-use method. The easier the payment, the more customers will pay their bills.

During a customer survey the utility PEPCO found that most elderly customers prefer to pay their electric bill in person at either a utility business office or a bank. Paying bills promptly and in person are important to this segment of customers. Households pay differently depending upon their income levels, with poorer customers paying in cash at pay stations (utility business offices or banks), working families by mail, higher income families and small businesses by automatic bank draft or through the Internet. In many countries of the former Soviet Union it has proved more effective for utility representatives to go door-to-door on a periodic basis, using the bill collector model, to assure payment. Of course this approach is only successful when it is done on a predictable schedule and by responsible, trustworthy utility representatives.

In yet other countries, prepayment meters are used for those customers that have very limited electricity uses in their homes. One example is South Africa, where local vendors at small community shops are empowered by the utility to sell Smart Cards to residents. These cards are then inserted in prepayment meter on the outside of the home. Electricity flows into the wires until the amount of money prepaid on the card is used up. Then customers have to go back to add more money to the Smart Card. By making this prepayment card service available locally, at small shops within each neighborhood, residential customers do not have to travel far to have their prepayment cards debited.

The only way to gather information about how consumers want to pay their bills is to know them better through surveys and focus groups. One cannot hope to provide great customer service without truly knowing your customer. Different ways to do this include forming stakeholder groups, holding public forums, studying focus groups, tracking paying habits, or discussing utility issues in informal gatherings.

4. SERVICE SUCCESS IN YOUR COMPANY OR ORGANIZATION

4.1. Customer Service Starts on Top

Managers rarely understand how their actions, tone and attitude affect the performance and success of their staff. As a manager, the first step to motivating your staff is to demonstrate the customer service qualities you want them to emulate.

Here are a number of factors to take into account as you seek to mold your team into a successful customer service unit:

1. **Greet your staff in the morning:** Start out the day with a positive attitude.
2. **Discuss your feelings:** Do not ever vent or rage in front of your employees, but always remain calm. If you have a problem with one employee discuss it in private. Explain in detail why you are frustrated with their behavior, and allow the employee to speak openly and express their opinions. Try to come to a mutual solution with the employee.
3. **Do the right thing:** When faced with a difficult customer, follow correct customer service practices. In other words, practice what you preach.
4. **Support your staff's decisions:** As a manager, customers often ask to speak to you when upset, thinking you will overturn your employee's decisions. While sometimes you will correct an employee's mistake, often the employee was correct in their reasoning. It is important to build morale by sticking up for your employees. Collaborate with your staff, empower them to be flexible and act resourcefully.
5. **Be willing to learn from others:** Managers do not have all of the customer service answers; there is nothing worse than a "know-it-all" manager. There are opportunities for learning everyday if you are paying attention.
6. **Learn to listen to what their customers need:** A good manager, in order to reinforce this practice, should listen to employees and take their ideas, opinion and input into account.
7. **Take time to socialize:** Try to know your staff, their personal lives, and what is important to them. Take the time to celebrate achievements and noteworthy occasions. People are individuals and a positive work environment makes for better performance and a more content staff.
8. **Use good telephone etiquette:** Be your staff's best example of good telephone manners by following the guidelines.
9. **Say "thank you":** Be generous with compliments and praise your staff for their efforts. Thank them for a job well done and foster an environment of recognition. People enjoy praise and strive for recognition – give them something to work for!

Technical competence is not as important as people skills and attitude when it comes to customer service. The technical skills can be learned later but the motivation, attitude, and desire to provide good service is much harder to find.

Remember to be successful in customer service, you want people who enjoy treating people as individuals and who are prepared to accept responsibility for delivering what the customer wants.

4.2. Customer Service Training

One of the foremost ways to see improvements in customer service is through systemized customer service training programs. A training program enhances not only customer service but also teamwork, communications, and management's understanding of its role in service. Customer training is not a panacea but it is a key component in your service improvement plan.

Comprehensive training programs include different types of workshops on a variety of topics, including:

- Awareness building
- Customer service skills
- Internal customer service
- Service management

Training methods vary depending on the size of your company or organization and the resources available. Classroom training or outside consultants can craft a short-term course for employees or more extended, ongoing training – however, it is critical that whatever type of training initiated it be part of an overall management approach to customer service. In-house or external training programs will serve no long-term benefit if they are not integrated into an ongoing customer service improvement strategy. There is nothing worse for trainees or employees than to attend training, become empowered with new techniques and ideas and then come back to an environment where they are underappreciated and their new skills are not utilized. In the end, staff need to be able to practice what they learn.

4.3. Hiring Customer Friendly, Motivated Employees

Companies that provide good service devote time, energy and resources into influencing customer service. Training is important but you can only train so much, better to pick the right types of people and then mold them into good service providers than to try to create a great employee out of a person who is not interested in providing good customer service. Motivation is the key to successful employees and is an integral part of good customer relations.

Everyone has their own hiring system, but in the specific area of customer service there are a number of key questions to ask potential customer service representatives and employees who will represent your organization or company to the buying public:

- Does he/she really want this job?
- How does he/she feel about meeting the public/customers?
- What kind of a communicator does he/she believe they are?
- How do they feel about themselves?
- Are they easily upset, moody or prone to losing their temper?
- Do they like helping people?
- Does he/she feel service is important?
- How does he/she define service and good customer service?
- What type of attitude or outlook does he/she have?
- What kind of person do you like to serve you?
- What type of service do you like to receive?

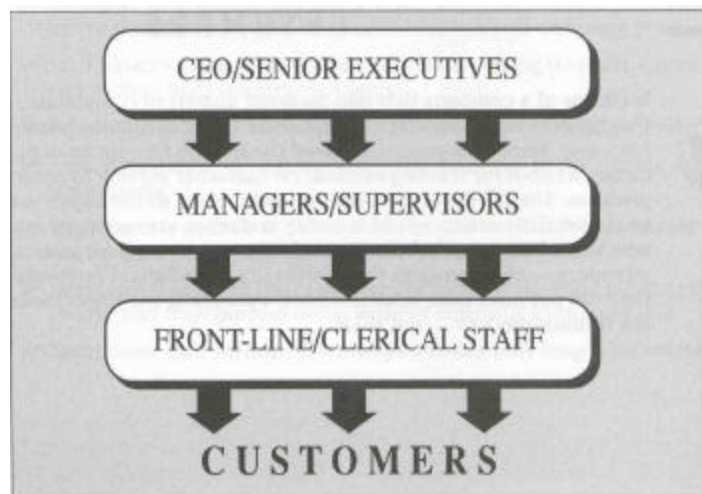
These questions are critical in hiring the “right” type or profile of person for customer relations.

Individuals who are less social and are more interested in technical areas than communicating with people are better suited for other types of positions. You are looking for a “people person” who is not easily upset and understands the nature of customer service. Customer service is not unlike public affairs or public relations in that personal qualities and human contact are critical factors in professional success. Define your company's shared values and make sure the person you are hiring shares these same values. If your company or organization's management does not place a premium on customer service, then employees will not emphasize customer service and will be frustrated by management's lack of interest in this critical area. Remember, you cannot make people happy or motivated but you can hire happy and motivated people. People who smile, people who enjoy interacting with other people

4.4. The Customer-Oriented Company

The customer-oriented company or organization knows that success is directly affected by good customer service. They have taken into account the techniques and qualities discussed throughout this manual.

Customer-Focused Company Chart



In summary, we have learned that the customer-focused company/organization has these qualities:

- Recognition is earned by employees who provide quality customer service.
- Managers support their staff in doing their job so they can in turn fulfill the customer service function.
- Internal promotion is based on job performance AND customer relations.
- Training staff in customer service techniques and etiquette is a priority.
- Employees know customer service is a priority and see themselves as an important link in the customer service chain.
- Participatory management style is common throughout the company.